

Message Text

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ACTION EUR-12

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R 120930Z JUN 75
FM AMEMBASSY PRAGUE
TO SECSTATE WASHDC 8268
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UNCLAS PRAGUE 1403

COMMERCE FOR: BEWT/TPD (THOMPSON)
BEWT/TDAD (STECHSCHULTE)

E.O. 11652: N/A
TAGS: BEXP, CZ
SUBJ: SYMPOMECH TRADE FAIR: JUNE 27-JULY 4, 1975

REF: FARRAND-THOMPSON LTR OF JUNE 10, 1975

1. ING. VLADIMIR MATEJKA, SYMPOMECH ORGANIZER, RECEIVED TELEGRAM JUNE 9 FROM SNAP-ON TOOLS (LEBANON) SIGNED BY MR. STEPHENSON ALLEGING THAT BECAUSE OF LATE CONFIRMATION FROM SYMPOMECH RE ALLOTMENT OF SPACE AND HOTEL RESERVATIONS, FIRM FORCED TO CANCEL ITS PLANS TO PARTICIPATE AT TRADE FAIR THIS YEAR. ACCORDING TO MATEJKA, SNAP-ON WAS ADVISED OF CONFIRMED HOTEL AND EXHIBIT SPACE SEVERAL WEEKS AGO AND THUS HE SUSPECTS THERE MAY BE OTHER, MORE IMPORTANT, REASONS WHY FIRM HAS TAKEN THIS ACTION JUST TWO WEEKS BEFORE SYMPOMECH OPENING AT ZILINA.

2. SINCE SNAP-ON REPRESENTED ONE OF TWO U.S. FIRMS WHICH HAD AGREED TO EXHIBIT EQUIPMENT AT SYMPOMECH (BLACK & DECKER IS SECOND FIRM--IN FACT, U.S. CATALOG EXHIBIT WAS TO HAVE BEEN PLACED BETWEEN THESE TWO FIRMS' EXHIBITS IN SAME PAVILION), EMBASSY WOULD BE GRATEFUL IF COMMERCE WOULD SEEK CLARIFICATION OF SNAP-ON'S DECISION FROM MR. JOHN RASCH, MANAGER OF EXPORT SALES AT SNAP-ON HEADQUARTERS IN KENOSHA, WISCONSIN. (MATEJKA MET RASCH DURING TOUR OF CZECH CONSTRUCTION EXPERTS OF SNAP-ON PLANT ON MAY 31, 1974, AND HAS APPARENTLY SINCE CORRESPONDED WITH LATTER RE SYMPOMECH.) BOTH MATEJKA
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AND EMBASSY WOULD, OF COURSE, BE PLEASED IF THIS APPROACH

RESULTED IN DECISION BY SNAP-ON NOT TO PULL OUT OF FAIR AT THIS
LATE DATE.

3. MATEJKA ASSURED EMBASSY THAT BOTH HOTEL AND EXHIBIT SPACE
HAVE BEEN RESERVED FOR SNAP-ON REPRESENTATIVES AND THAT ALL
WILL BE DONE TO MAKE EXHIBIT A SUCCESS.

4. PLEASE ADVISE ASAP. PERRY

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